

## Message Text

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PAGE 01 BONN 04279 01 OF 02 101411Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----101415Z 105971 /41

R 101400Z MAR 77  
FM AMEMBASSY BONN  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 6337  
AMCONSUL DUSSELDORF  
AMCONSUL FRANKFURT  
AMCONSUL MUNICH  
AMCONSUL STUTTGART

UNCLAS SECTION 01 OF 02 BONN 04279

E.O. 11652: N/A  
TAGS: BEXP, GW  
SUBJECT: ADS REQUEST - MARLIN-ROCKWELL DIV., TRW INC.,  
JAMESTOWN, N.Y.

THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY THE  
FOREIGN SERVICE POSTS AND HAVE EXPRESSED THEIR INTEREST:

AMCONSUL DUESSELDORF:  
BAT-AIR GMBH  
POSTFACH 980240, FLUGHAFEN KOELN-BONN  
5000 KOELN 90  
CONTACT: HERR JOACHIM H. BLUMSCHEIN  
AEROTECHNIK-KIRCHFELD KG  
LENAUSTR. 1  
4000 DUESSELDORF

AMCONSUL FRANKFURT:

INGO J. SCHLOTTKE  
INDUSTRIEVERTRETUNGEN  
GROSSER BIERGRUND 34, POSTFACH 623  
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6050 OFFENBACH/MAIN  
CONTACT: HERR SCHLOTTKE  
PHONE: 0611-813545  
COMMENT: THIS SPECIALIZED BEARINGS MARKET IS COVERED  
IN THE FRANKFURT CONSULAR DISTRICT, AS IN OTHERS, BY  
AN EXTREMELY LIMITED NUMBER OF INDEPENDENT SALES AGENTS  
AND DISTRIBUTORS SINCE ALL OF THE LEADING GERMAN,

EUROPEAN, JAPANESE, AND U.S. MANUFACTURERS (TINKEN AND FAFNIR) ARE OPERATING IN THE GERMAN MARKET THROUGH THEIR OWN CONTRACT SALES PARTNERS AND ORGANIZATIONS.

AGGRESSIVE PRICE DUMPING BY JAPANESE OEMS IN THE PAST HAS LED TO A COMPLETE DISRUPTION OF THE DOMESTIC MARKET PRICE STRUCTURE FOR PRACTICALLY ALL TYPES OF BEARINGS, WITH DOMESTIC MANUFACTURERS JOINING THE INTERNATIONAL LEGAL PROTEST AGAINST THE JAPANESE DUMPING PRACTICE THROUGH THE EC AUTHORITY IN BRUSSELS.

NOTWITHSTANDING THESE DIFFICULTIES, WE HAVE CONTACTED THREE EXPERIENCED AND INDEPENDENT SALES AGENTS/DIS-TRIBUTORS IN OUR AREA, OF WHICH ONLY ONE (SEE ADDRESS ABOVE) INDICATED AN INTEREST IN MARLIN ROCK-WELL'S LINE OF CYLINDRICAL ROLLER BEARINGS, POINTING OUT, THAT THE MAIN CRITERIA FOR ANY FUTURE BUSINESS IN WEST GERMANY IS THEIR PRICE QUOTATION (US FIRM DID NOT SUPPLY PRICES).

ANOTHER DISTRIBUTOR CONTACTED BY OUR OFFICE HAS ASKED FOR AN EXTENSION OF THE DEADLINE IN ORDER TO BE ABLE TO GATHER THE REACTION FROM HIS TARGET SALES GROUPS IN THE AUTOMOTIVE AND MACHINERY INDUSTRIES FOR THIS SPECIFIC OFFER. HIS FINDINGS, IF POSITIVE, WILL BE SUBMITTED THROUGH REGULAR CHANNELS AS THEY BECOME AVAILABLE.

AMCONSUL MUNICH:  
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ERIKA BUECHERL  
KUGELLAGER GROSSHANDEL  
HOREMANNSTRASSE 4A  
8045 ISMANING B. MUENCHEN  
CONTACT: FRAU BUECHERL, MANAGER  
PHONE: 089-967974  
COMMENT: THE FIRM IS A SMALL WHOLESALER SPECIALIZING IN BEARINGS ESTABLISHED IN 1972, EMPLOYS THREE PERSONS. GERMAN FIRM ALREADY REPRESENTS FOUR FIRMS AND SHOULD LIKE TO EXPAND ITS SALES PROGRAM.

WAEZLAGER VERTRIEBS-GMBH  
BESCHAFFUNGSDIENST FUER EUROPAEISCHE UND AMERIKANISCHE  
WAEZLAGER  
AEUSSERE BAYREUTHER STRASSE 230  
8500 NUERNBERG  
CONTACT: HERR STEINER, MANAGER

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R 101400Z MAR 77  
FM AMEMBASSY BONN  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 6338  
AMCONSUL DUSSELDORF  
AMCONSUL FRANKFURT  
AMCONSUL MUNICH  
AMCONSUL STUTTGART

UNCLAS SECTION 02 OF 02 BONN 04279

PHONE: 0911-514333

TELEX: 06-23825

COMMENT: COMPANY IS AN IMPORTANT DISTRIBUTOR OF  
ROLLER BEARINGS AND INDICATED STRONG INTEREST IN US  
PROPOSAL. GERMAN FIRM WILL IMMEDIATELY CONTACT  
MARLIN ROCKWELL, WITH WHOM IT HAS HAD RELATIONSHIP  
PREVIOUSLY.

AMCONSUL STUTTGART:

ATD ANTRIEBSTEILE DREJA KG  
HANDELS-GMBH  
POSTFACH 1210  
KIRCHSTR. 12  
7303 NEUHAUSEN/FILDERN  
CONTACT: HERR WOLFGANG E. DREJA, MANAGER  
PHONE: 07158-4011  
COMMENT: EXPRESSED CONTINUED INTEREST IN REPRESENTING  
COMPANY, POSSIBLY ON A GERMANY-WIDE BASIS.

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APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR  
STOESSEL

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Copy:** SINGLE  
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**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770082-0992  
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**From:** BONN  
**Handling Restrictions:** n/a  
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**Legacy Key:** link1977/newtext/t19770375/aaaacnqu.tel  
**Line Count:** 174  
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**Litigation Codes:**  
**Litigation History:**  
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**Office:** ACTION EUR  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 4  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 02-Dec-2004 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3154778  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** ADS REQUEST - MARLIN-ROCKWELL DIV., TRW INC., JAMESTOWN, N.Y. THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY B  
**TAGS:** BEXP, GE  
**To:** COM  
**Type:** TE  
**vdkgvkey:** odbc://SAS/SAS.dbo.SAS\_Docs/a9b8d1ba-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009